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ABSTRACT

This book provides time-efficient strategies for teachers who undertake the grantseeking process. Chapter 1 cautions against the "shotgun" approach to grantseeking and describes the reasons for and basic rules of grantseeking. Chapter 2 outlines a successful proactive strategy, which begins with selection of the problem to be addressed. Chapters 3-5 offer guidelines for organizing a voluntary grants advisory group, developing a motivating and compelling needs statement, and generating several possible solutions. A decision matrix in chapter 6 helps locate the funder best suited to the project's needs. Information on the grants marketplace is also offered. Chapters 7-10 provide step-by-step tactics for researching potential funders, making preproposal contact, formulating objectives, and developing a project planner. Strategies for developing, improving, and submitting a federal grant proposal are described in the 11th and 12th chapters. Chapters 13 and 14 explain how to write, improve, and submit proposals for foundation and corporate funding. The final chapter describes followup strategies to be taken upon acceptance or rejection of the proposal. Thirty-eight figures and an annotated list of resources are included. (LMI)

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